

QUESTIONS SUBMITTED FOR BOTH THE ADVERTISING CONCESSION AT
HONOLULU INTERNATIONAL AIRPORT AND NEIGHBOR ISLAND AIRPORTS

1. In order to provide all the required information requested in the Additional Required Contents of Proposal Package in a clear and visible format, Section G. Capital Investment Plan, 7, would the State allow proposers to submit their renderings, maps and any supporting information like organizational charts on 11x17 paper?

ANSWER: The State does not have any objection to submission of information like organizational charts on 11x17 paper. However, it is the proposer's responsibility to comply with provision of Section G.

2. In Section H. Financial Return to the State of the Additional Required Contents of Proposal Package, proposers are required to provide five-year projections of Gross Revenue. Is this all the State requires even though the proposed term for the contracts is seven years? Please confirm.

ANSWER: While the State would not object to a projection covering the entire Concession Agreement term, the requirement is for a five-year projection.

3. Will the State provide the company names of those who were invited to propose on the Proposal Packages for the Honolulu International Airport and the Neighbor Islands Airports?

ANSWER: No. The State does not believe such information is necessary for the preparation of a proposal.

4. Will the State provide CADD maps for all five airports?

ANSWER: The State will provide what information it has in response to specific requests.

5. a. Does the State charge stocking fees on the brochure distribution to the local businesses?

ANSWER: The State currently does not charge any fees to the companies providing brochures to be displayed in the kiosks.

- b. If so what is the charge for HNL and the Neighbor islands?

ANSWER: Please see answer to Question 5.a. above.

6. The timeline from award to contract start date does not allow enough time for final location approval, design, engineering, ordering of equipment, sales implementation and installation. Will the State allow for an interim period for start-up along with a staggered installation timeline for the Honolulu International Airport and the Neighbor Islands Advertising Concessions?

ANSWER: The State is willing to consider a staggered installation timeline and interim start-up period. The details of any such installation timeline and interim start-up period should be included in the proposal.

7. Will the State consider fixing the MAG at \$500,000 for Honolulu International Airport and \$250,000 for the Neighbor Islands Advertising Concession as it is difficult to “bid” a MAG when no locations have been approved and finalized?

ANSWER: The State will not make the requested change.